

2020 Fourth Quarter Briefing

March 2021

Agenda

- 2020 Business Overview and 2021 Outlook
- Overseas Expansion
- Business Performance Summary

Cathay United Bank

Cathay Life

Cathay Century

Appendix



2020 Business overview

Cathay United Bank

- Delivered steady loan and deposit growth with benign credit quality.
- Overseas expansion continued. Offshore earnings grew 14% YoY, accounted for 46% of pre-tax earnings.
- Wealth management fee grew steadily, driven by mutual fund sales.

Cathay Life

- Focused on value-driven strategy. Both FYP and APE ranked No.1 in the industry.
- Earnings hit a record high driven by sound investment performance.
- RBC and E/A reached 360% and 10.6% respectively. Solid capital position provided buffer against the market volatility.

Cathay Century

- Premium income grew steadily. Remained in second place with 12.3% market share.
- Developed online business in China and enlarged local team in Vietnam. Overseas premium income continued to rise.

Cathay SITE

- Ranked No.1 in terms of AUM, which amounted to NT\$1,050 BN.
- Recognized by Asia Asset Management, Benchmark and received TFF-Bloomberg Best Fund Award in 2020.
- Received "Plan to Advance Excellence for SITEs" preferential treatment from FSC.

Cathay Securities

- Optimized customer experience with new digital business model.
- FY20 earnings increased significantly to all-time high.



2021 Outlook

Cathay United Bank

- Grow loan steadily with benign asset quality.
- Leverage group synergy and develop diversified products to increase competitiveness in wealth management business.
- Continue to expand and deepen overseas presence. Increase offshore earnings.

Cathay Life

- Focus on the sales of protection policies, foreign currency denominated policies and investment linked policies to increase value of new business.
- Adjust investment portfolio dynamically. Continue dynamic hedging strategy to maintain stable hedging cost.

Cathay Century

- Grow business with quality & quantity. Implement risk control and compliance.
- Enhance capital efficiency. Grow both personal and commercial insurance business. Grow business and net profits steadily.
- Deepen local presence in Vietnam and develop digital platform and services.

Cathay SITE

- Offer comprehensive product lines to meet customers' needs.
- Integrate global asset management resources and expand distribution channels.

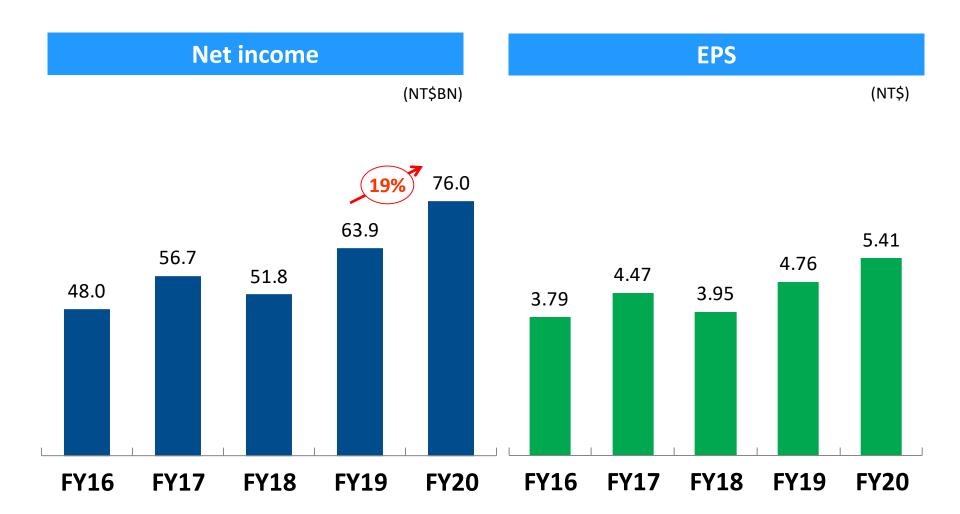
Cathay Securities

- Continue to utilize digital technology to increase customer base and enhance user experience.
- Enhance existing products and platform to meet customers' needs.



Cathay FHC – Net income & EPS

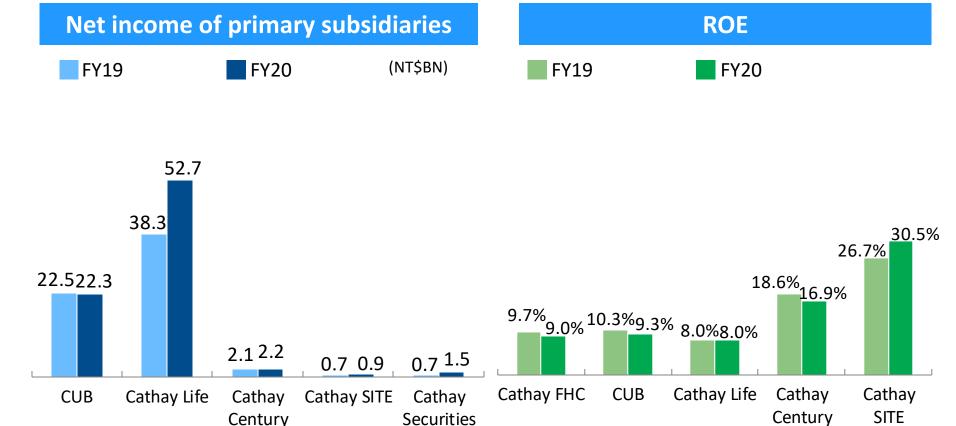
FY20 net income reached historic high driven by sound investment performance.





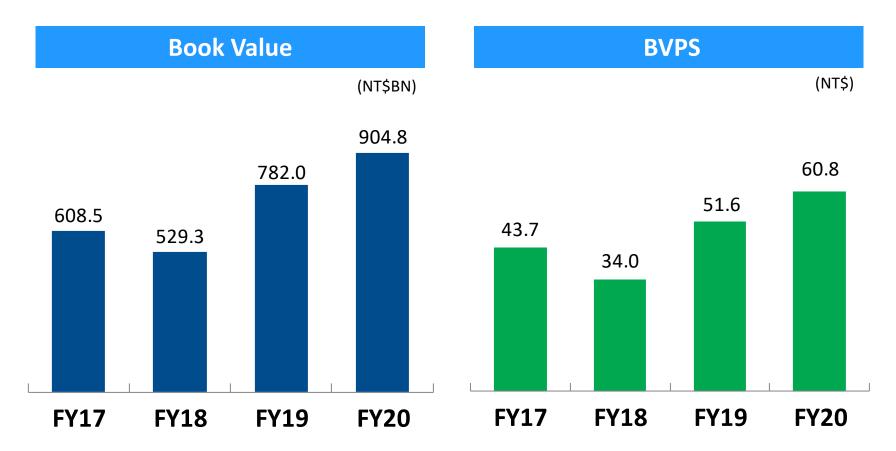
Cathay FHC – Net income & ROE

- Cathay Life net income increased 38% YoY to all-time high driven by better investment income.
- Asset Management and Securities subsidiaries' earnings also set new records.



Cathay FHC – Book value & BVPS

■ Book value reached a record high due to earnings contribution and increase in the unrealized gains from financial assets.



Note: (1) Book value includes preferred shares and minority interests, BVPS represented BVPS attributable to common shareholders.

(2) Starting Jan.1, 2018, the reporting was based on IFRS 9.

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Cathay FHC in South East Asia

	China	Vietnam	Cambodia	Hong Kong	Singapore	Malaysia	Laos	Philippines	Myanmar	Thailand	Indonesia
Bank	7	36	16	1	1	1	1	1	1	1	1
Life	53	119									
P&C	26	2									
Asset Mgt.	1			1							
Securities				2							

Note: (1) Footprints in Thailand and Indonesia are rep. offices.

- (2) Investments in RCBC and Bank Mayapada are funded by Cathay Life.
- (3) Cathay FHC owns 49% stake of Cathay Century (China), and 33% stake of CDBS Cathay Asset Management.

Myanmar Thailand Cambodia Philippines Cathay Life Cathay United Bank Cathay Century Laos Vietnam Philippines Singapore Laos Vietnam Philippines

Banking

- Vietnam: Indovina Bank performed steadily.
- Cambodia: Subsidiary's businesses grew steadily.
- Philippines: Invested in RCBC.(2)
- Indonesia: Invested in Bank Mayapada. (2)
- Myanmar: Yangon branch opened on Jan. 8.

■ Cathay Life (Vietnam)

- Total premium grew 53% YoY to VND 1.61TN in FY20.
- Expanded and diversified distribution channels.

■ Cathay Century

 Continued to expand local distribution channels to enhance growth momentum.

Cathay FHC in China



- Cathay Lujiazui Life
- Cathay United Bank
- ▲ Cathay Century (China)
- Cathay Securities
- **♦** Conning Asia Pacific Limited
- CDBS Cathay Asset Management Company

■ Cathay United Bank

- The China subsidiary performed steadily.

Cathay Lujiazui Life

- Total premium grew 11% YoY to RMB 3BN in FY20.
- Earnings grew steadily.

■ Cathay Century (China)

Formed a strategic alliance with Ant Financial group.
 Actively developed eCommerce-related financial services.

Cathay Securities (HK)

- Each business line grew steadily.
- JV with China Development Bank Securities (CDBS Cathay Asset Management)
- Business line grew steadily.

Conning Asia Pacific Limited

Continued to expand asset management business.

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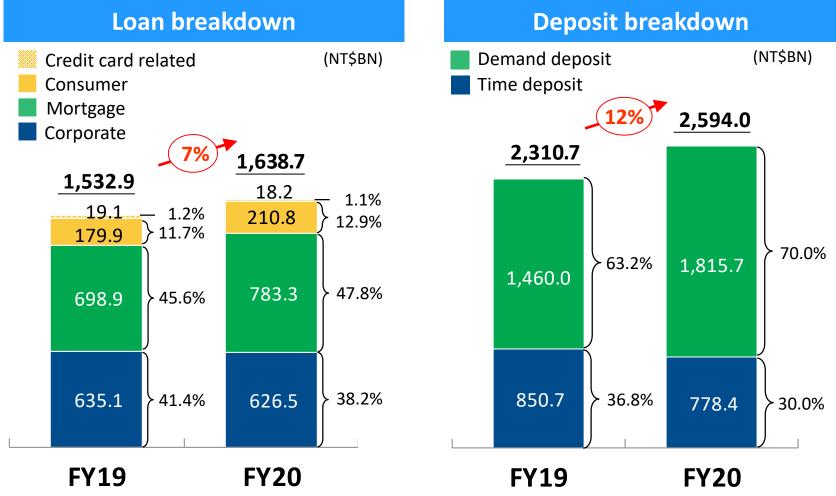
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Cathay United Bank – Loan & Deposit breakdown

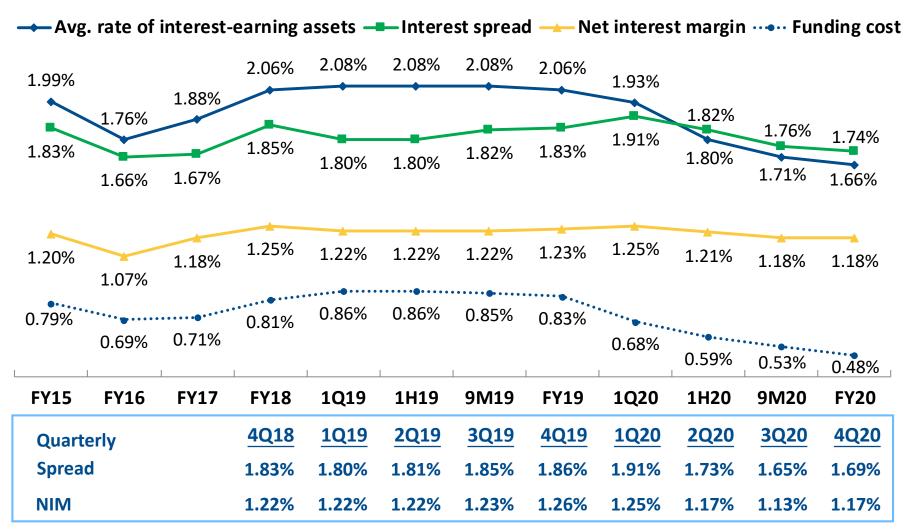
- Total loan balance increased YoY due to growth in consumer loan and mortgage.
- Deposit grew solidly with higher demand-deposit ratio.





Cathay United Bank – Interest yields

4Q20 NIM and spread rebounded driven by lower funding cost.

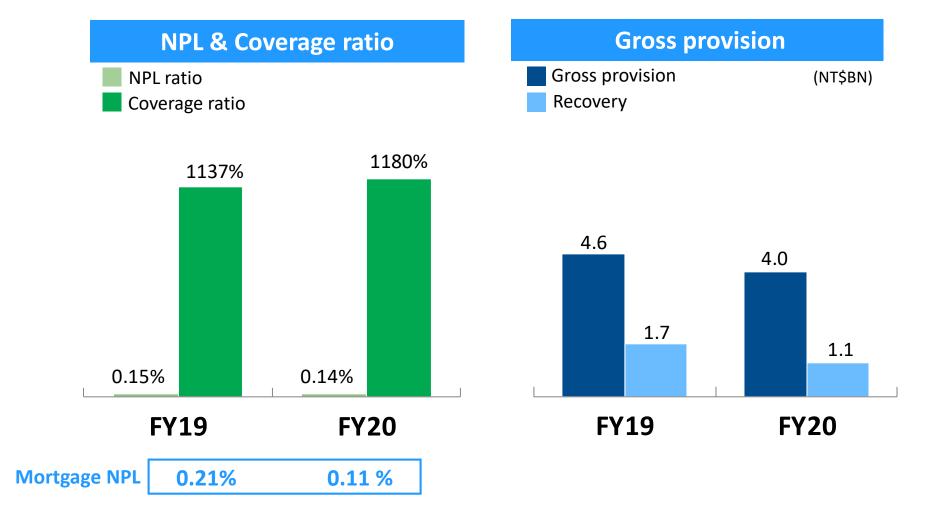


Note: (1) Credit card related loans are included in the calculation of interest spread.

⁽²⁾ China subsidiary was launched in Sep 2018. Hence, since 9M18, China subsidiary results was excluded.

Cathay United Bank – Credit quality

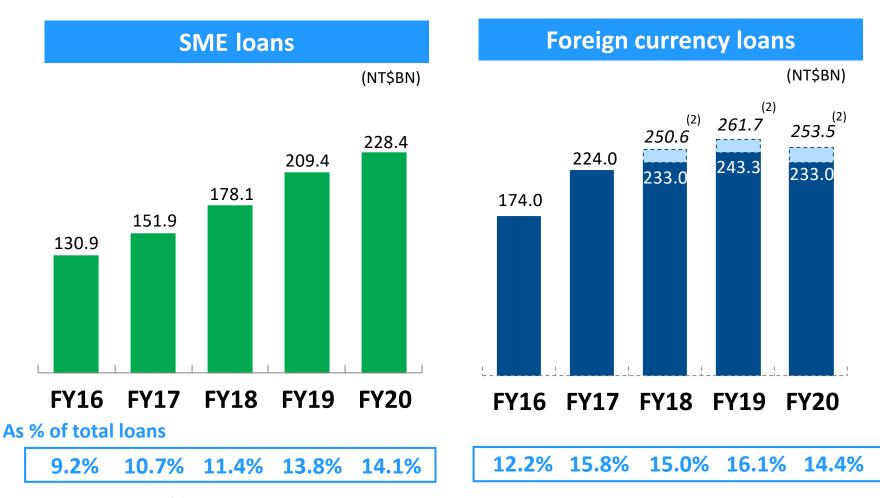
Asset quality remained benign with NPL at 0.14% and coverage ratio at 1180%.





Cathay United Bank – SME & FX loans

- ☐ Grow SME and foreign currency loans while ensuring asset quality.
- FY20 Foreign currency loan grew 1% YoY; the decline shown reflected currency appreciation of Taiwan dollar.



Note: (1) Total loans exclude credit card revolving balance.

⁽²⁾ China subsidiary was launched in Sep 2018, hence FY18, FY19 and FY20 foreign currency loan balance excluded NT\$17.6BN, NT\$18.4BN and NT\$20.5BN from China subsidiary, respectively. (preliminary)

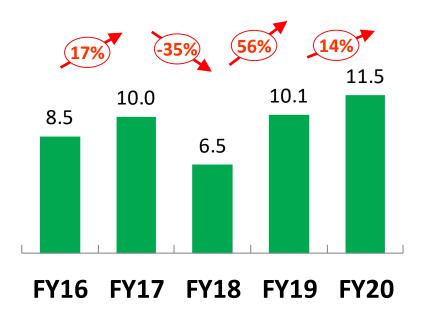
Cathay United Bank – Offshore earnings

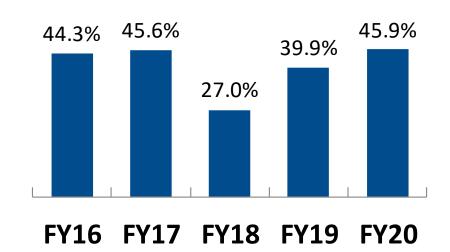
Expand overseas business by deepening overseas presence and capture investment opportunities.
Offshore earnings grew 14% YoY and accounted for 46% of pre-tax earnings.

Offshore earnings

(NT\$BN)

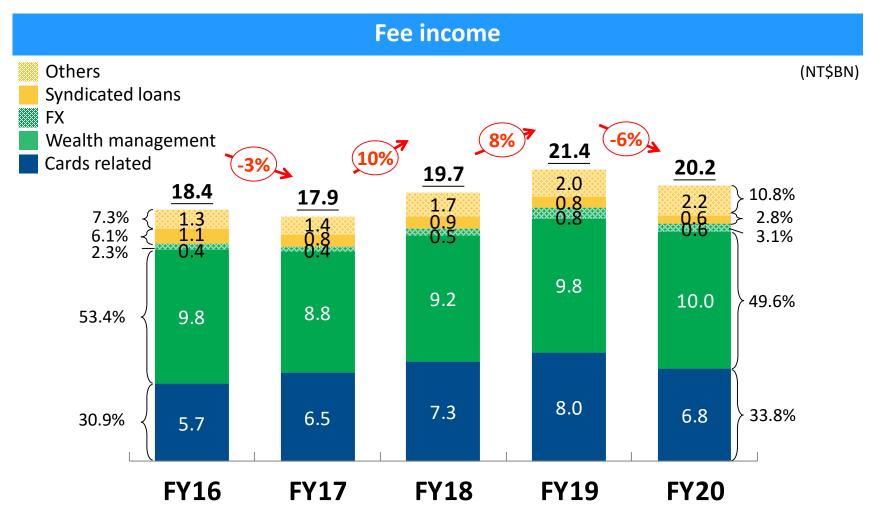
As % of CUB pre-tax profits





Cathay United Bank – Fee income

Fee income declined 6% YoY due to decreased consumption under COVID-19 pandemic and lower credit card fee.





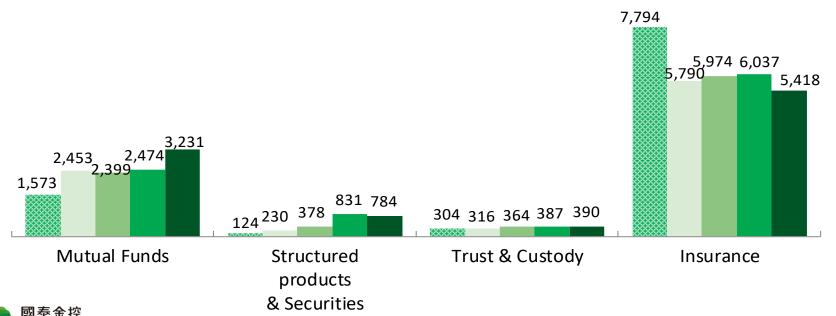
Cathay United Bank – Wealth management fee

■ Wealth management fee increased 1.9% YoY, driven by strong growth in mutual funds more than offsetting the decline in bancassurance fee.

Wealth management fee breakdown

(NT\$MN)	FY16	FY17	FY18	FY19	FY20
Wealth management fee income	9,828	8,837	9,183	9,808	9,991
YoY growth (%)	11.9%	-10.1%	3.9%	6.8%	1.9%







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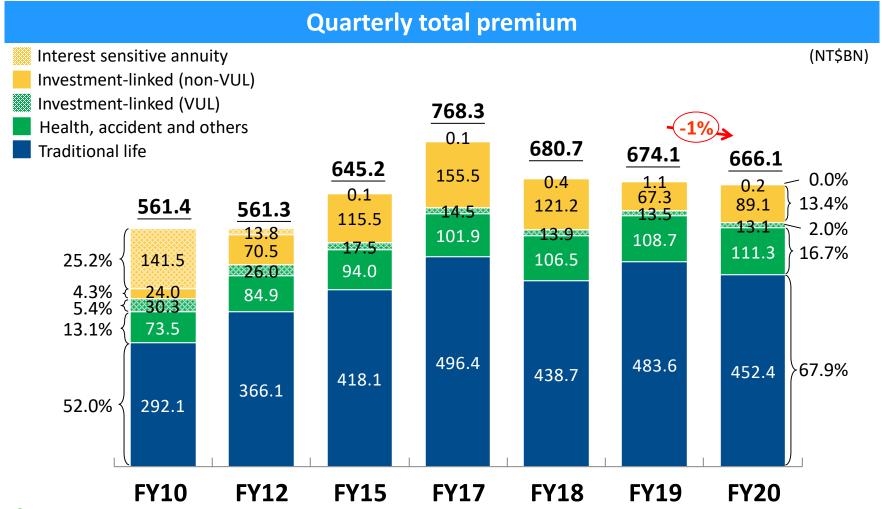
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Cathay Life – Total premium

- Total premium decreased 1% YoY due to lower FYP.
- Renewal premium grew 7% YoY driven by protection and regular paid traditional products.



Cathay Life – Quarterly FYP & APE

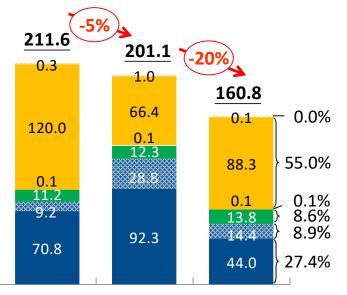
- FYP declined 20% YoY due to lower policy reserve rate. APE also declined, reflecting the increase in sales of single-paid investment-linked products.
- FYP and APE ranked No. 1 in the industry.

First Year Premium

Interest sensitive annuity

(NT\$BN)

- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life single paid
- Traditional life regular paid



FY19

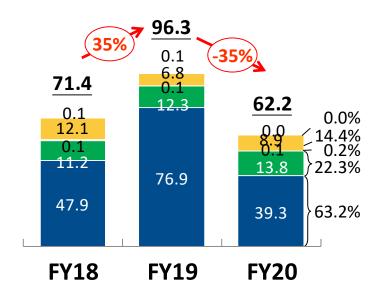
FY20

Annualized FYP (APE)

Interest sensitive annuity

(NT\$BN)

- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life





FY18

Note: Annualized FYP (APE) = 10% x single-paid FYP + 20% x 2-yr-paid FYP + ... + 50% x 5-yr-paid FYP + 100% x 6-yr and above payment term FYP

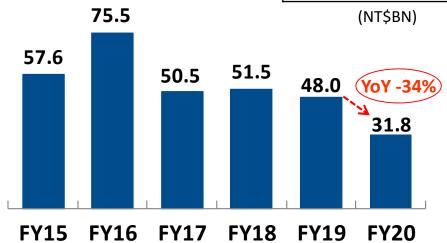
Cathay Life –Value of new business

- VNB and VNB margin declined due to lower sales volume and product mix change impacted by lower policy reserve rate.
- □ VNB margin increased to 40% if excluding the impact of product mix change.

Value for New Business (annual)

Profit Margin	FY15	FY16	FY17	FY18	FY19
VNB/FYP	27%	38%	22%	24%	31%
VNB/APE	57%	56%	64%	72%	65%

Profit Margin	FY19	FY20
VNB/FYP	24%	20%
VNB/FYP (excl. Investment- linked (non-VUL)	34%	40%
VNB/APE	50%	51%

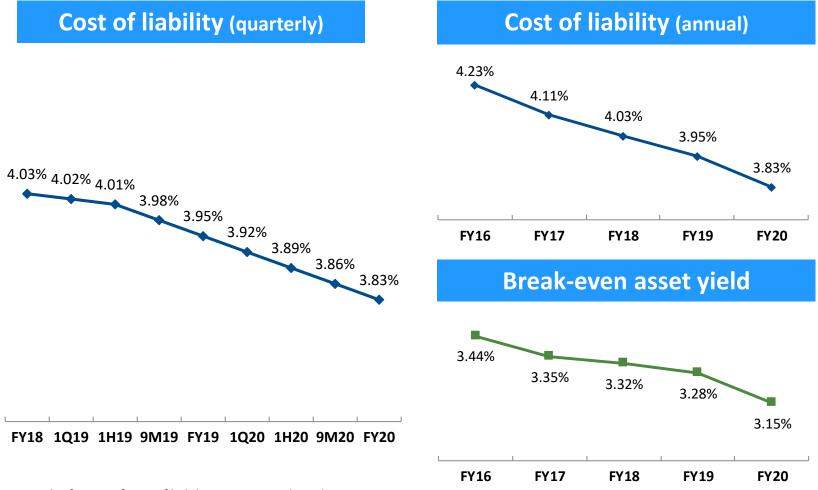




Note: FY19 and FY20 VNB were based on 2019 Embedded Value assumptions. Based on 2018 Embedded Value assumptions, FY19 VNB were NT\$62.5BN, VNB/FYP were 31%, VNB/APE were 65%.

Cathay Life – Cost of liability and break-even asset yield

- Continued to strengthen value-driven strategy.
- Cost of liability and break-even asset yield continued to improve.



Note: The figures of cost of liability are reserve-based.

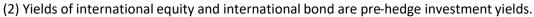


Cathay Life – Investment portfolio

Dynamically adjust the investment portfolio to reduce the impact of market volatility.

(NT\$BN)	FY17	FY18		FY19			FY20		
Total investments ⁽¹⁾	5,502.6	5,761.0		6,415.0			6,945.1		
	Weight	Weight	Weight	Amount	Return	Weight	Amount	Return	
Cash & Cash equivalents	1.6%	1.1%	3.7%	237	0.6%	4.8%	335	0.4%	
Equity- Domestic	8.4%	7.5%	5.0%	322	7.9%	6.3%	438	13.5%	
Equity- International (2)	6.3%	6.7%	5.8%	370	6.5%	5.9%	407	5.5%	
Bond- Domestic	5.5%	5.0%	7.9%	505	5.7%	8.0%	553	4.6%	
Bond- International (1)(2)	55.7%	58.6%	58.9%	3,777	5.3%	58.0%	4,028	5.5%	
Mortgage & Secured loans	8.1%	7.1%	5.3%	341	2.1%	4.5%	311	1.7%	
Policy loans	3.0%	3.0%	2.7%	171	5.6%	2.4%	167	5.6%	
Real estate	9.2%	8.7%	8.2%	526	2.7%	7.7%	537	2.9%	
Others	2.4%	2.4%	2.6%	165		2.4%	168		

Note: (1) Total assets excluded separate account assets; international bond includes foreign currency deposit and related adjustments



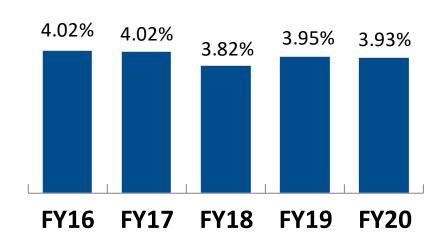


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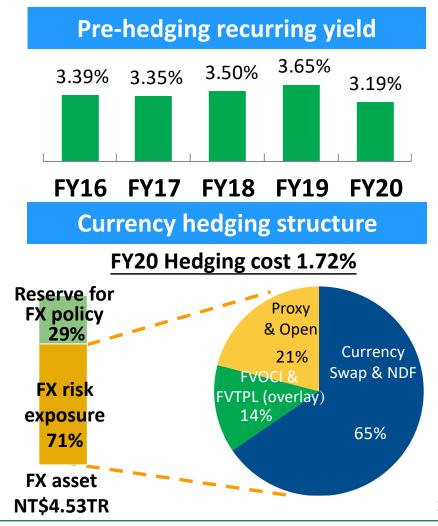
Cathay Life – Investment performance highlight

- Higher cash level and better credit rating mix led to lower pre-hedging recurring yield.
- Hedging cost improved in 4Q20 due to better proxy hedging effectiveness. Additional provision to reduce the impact of FX volatility.

After-hedging investment yield

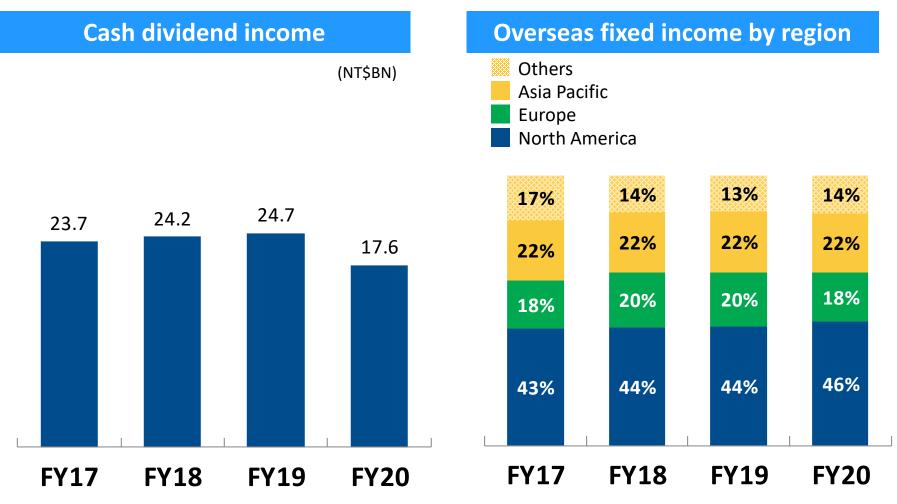


Note: Pre-hedging recurring income doesn't include capital gains but rental, interest revenue and cash dividend.



Cathay Life – Cash dividend income & Overseas fixed income by region

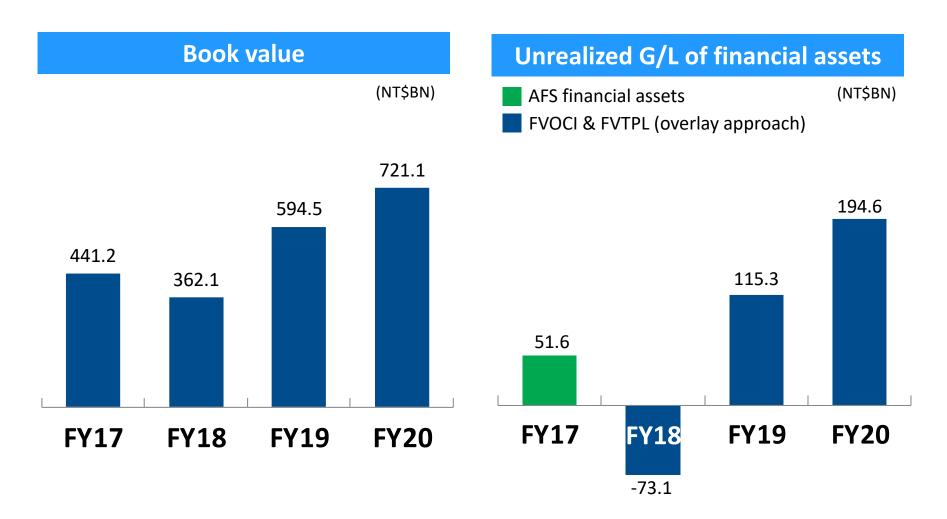
Lower cash dividend income driven by equity portfolio adjustment with higher capital gains.



Note: Exclude overseas deposit.

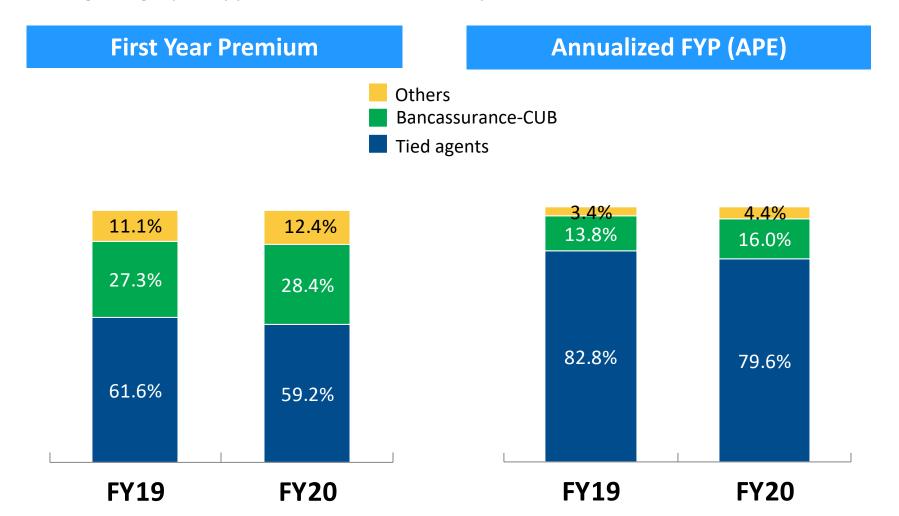
Cathay Life – Book value & Unrealized G/L of financial assets

Book value and unrealized gain both reached record highs.



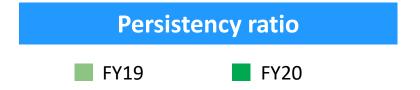
Cathay Life – Distribution channel

Premium income was mainly generated by Cathay Life agents and Cathay United Bank. Group's strong selling capability provides solid contribution to premium income and VNB.

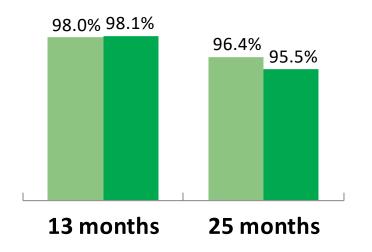


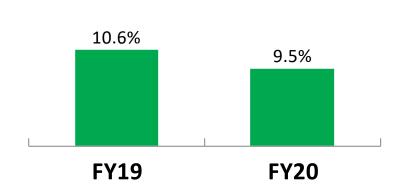
Cathay Life – Operational indicators

Expense ratio improved due to lower underwriting cost and commission fee, resulting from lower FYP and increased sales in investment-linked policies.









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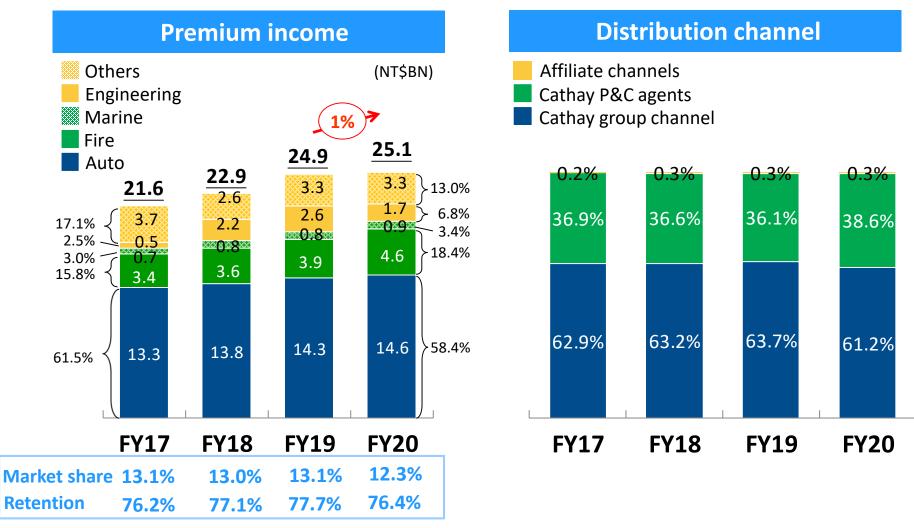
Cathay United Bank Cathay Life

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Cathay Century – Premium income

- Premium income grew steadily. Market share was 12.3% and ranked No. 2 in the industry.
- Benefiting from cross-selling synergy, over 60% of premium income was generated by the group's channel.





國泰金控 Cathay Financial Holdi

Cathay Century – Combined ratio

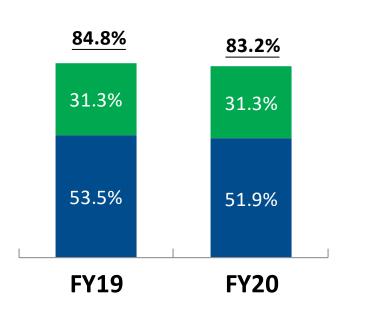
Gross combined ratio and retained combined ratio remained stable.

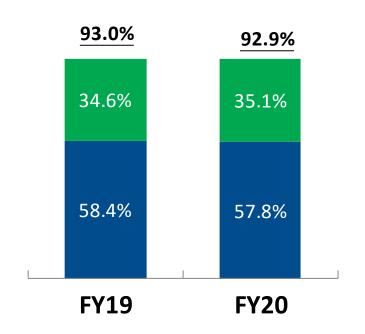
Gross combined ratio

- Gross expense ratio
- Gross loss ratio

Retained combined ratio

- Retained expense ratio
- Retained loss ratio







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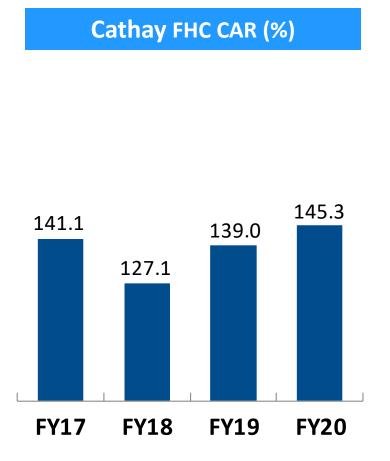
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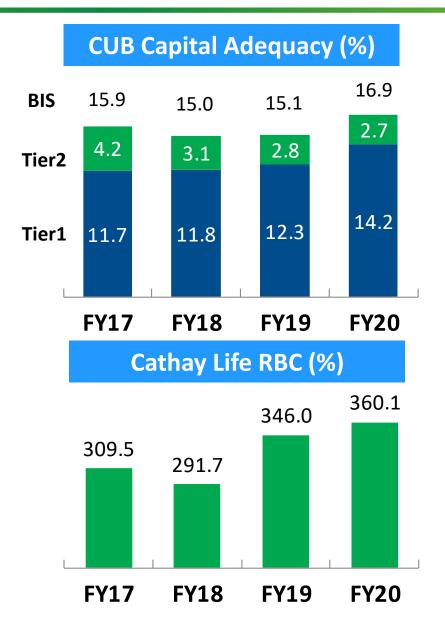
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Capital adequacy

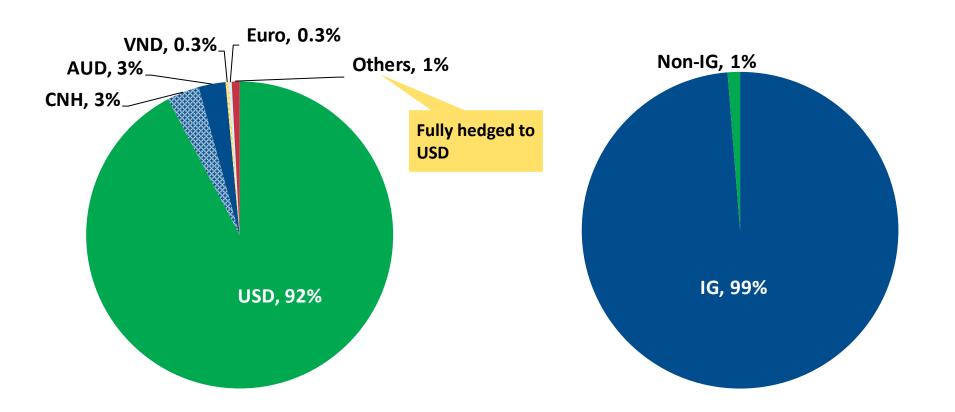




Cathay Life – Overseas bond breakdown by currency and rating

Overseas bond by currency (FY20)

Overseas bond by rating (FY20)



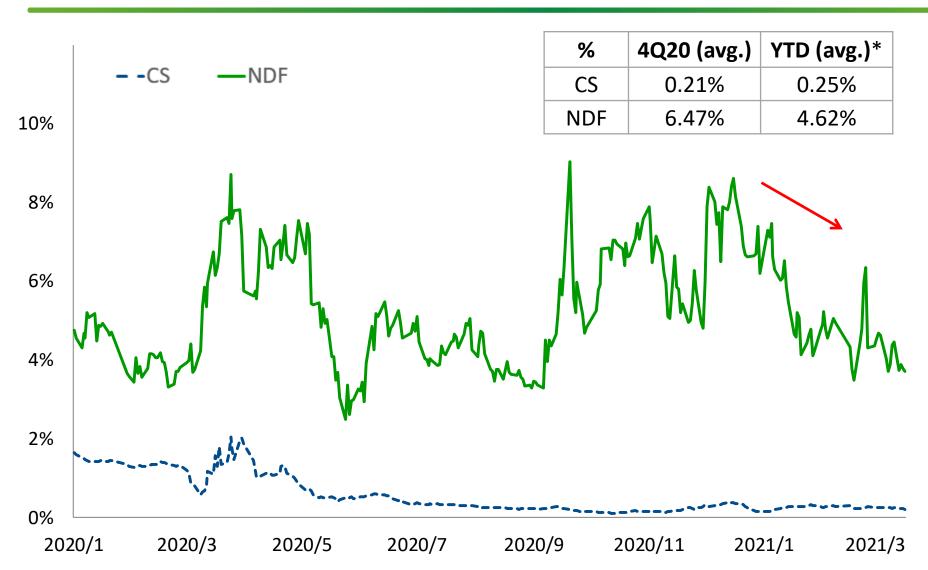
Recent U.S. long-term bond index return

Index (%)	30-yr Treasury	30-yr A Corporate	30-yr A Debenture	30-yr BBB Corporate	30-yr BBB Debenture
2019/12/31	2.39	3.36	3.47	3.84	3.85
2020/12/31	1.64	2.60	2.75	2.93	3.07
2020 YoY (bps)	-75	-76	-72	-91	-78
2021/1/31	1.83	2.82	2.96	3.14	3.26
2021/2/28	2.15	3.10	3.20	3.42	3.50
2021/3/19	2.43	3.42	3.57	3.73	3.84
2021 YTD (bps)	+79	+82	+82	+81	+77

Source: Bloomberg



Market average price for traditional hedging tools



*YTD as of 2021/3/19

Source: Bloomberg; market average price of each tenor (1 \ 3 \ 6 and 12 month)



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Cathay Financial Holdings				FY20/			4Q20/
(NT\$MN)				FY19			4Q19
Income Statement Data (Consolidated)	FY18	FY19	FY20	% Chg	4Q19	4Q20	% Chg
Operating Income							
Net interest income	180,628	196,367	190,930	-3%	49,426	47,945	-3%
Net commission and fee	7,312	2,346	7,244	209%	(438)	1,909	535%
Net earned premium	576,811	631,487	602,806	-5%	184,747	165,716	-10%
Change in liability reserve	(334,122)	(394,074)	(462,094)	17%	(137,238)	(121,746)	-11%
Net claims payment	(368,656)	(365,669)	(289,808)	-21%	(78,590)	(81,072)	3%
Investment income	82,634	89,797	124,347	38%	12,690	25,266	99%
Contribution from associates-equity method	1,004	1,149	(12,085)	-1152%	505	365	-28%
Other net non-interest income	(6,421)	411	6,480	1475%	4,847	(4,365)	-190%
Bad debt expense	(4,599)	(2,205)	(3,178)	44%	(1,585)	(1,429)	-10%
Operating expense	(78,992)	(89,050)	(83,027)	-7%	(25,136)	(22,262)	-11%
Income before taxes	55,599	70,557	81,616	16%	9,227	10,327	12%
Income taxes	(3,777)	(6,698)	(5,658)	-16%	2,480	1,216	-51%
Net income	51,822	63,859	75,958	19%	11,707	11,543	-1%
EPS (NT\$)	3.95	4.76	5.41		0.90	0.86	
Dividend Payout							
Cash dividend per share	1.50	2.00					
Stock dividend per share	0.00	0.00					
Weighted average outstanding shares (Millions of common shares)	12,563	12,618	13,169				
Balance Sheet Data (Consolidated)							
Total assets	9,224,484	10,065,479	10,950,472				
Total shareholders' equity	529,289	782,027	904,776				
Operating Metrics							
ROAE (Consolidated)	8.83%	9.74%	9.01%				
ROAA (Consolidated)	0.57%	0.66%	0.72%				
Double leverage ratio(inc. preferred stock)	112%	110%	111%				
Capital Adequacy Metrics							
Capital Adequacy Ratio	127%	139%	145%				

⁽¹⁾ All data and information on this page is provided for informational purposes only, and may subject to adjustment. For more details, please refer to our official financial reports.

⁽²⁾ Total may not sum due to rounding.



Cathay Life				FY20/			4Q20/
(NT\$MN)				FY19			4Q19
Income Statement Data (Consolidated)	FY18	FY19	FY20	% Chg	4Q19	4Q20	% Chg
Net written premium	559,386	608,641	580,261	-5%	178,293	159,658	-10%
Net earned premium	558,929	607,820	579,563	-5%	177,600	158,849	-11%
Reinsurance commission earned	762	356	533	50%	334	520	56%
Fee income	9,148	8,450	8,701	3%	2,222	2,291	3%
Recurring investment income	197,281	228,037	212,247	-7%	47,514	49,136	3%
Gain on disposal of investment							
Realized gain (loss)-Equity	49,374	38,929	74,997	93%	10,211	16,488	61%
Realized gain (loss)-Debt	15,092	36,365	64,964	79%	14,395	10,790	-25%
Gain on investment property	(740)	912	1,881	106%	290	(1)	-100%
FX and others, net	(44,019)	(61,689)	(90,182)	-46%	(15,443)	(17,099)	-11%
Investment income, net	216,988	242,553	263,907	9%	56,968	59,313	4%
Other operating income	5,508	6,107	6,978	14%	1,700	1,560	-8%
Separate account revenues	28,084	63,653	73,396	15%	17,353	40,181	132%
Net claims payment	(357,244)	(349,158)	(273,049)	-22%	(73,304)	(75,767)	3%
Changes in liability reserves	(333,716)	(393,679)	(462,233)	17%	(137,130)	(121,758)	-11%
Acquisition and commission expense	(33,900)	(43,834)	(35,815)	-18%	(14,033)	(9,677)	-31%
Other operating costs	(7,765)	(6,394)	(6,635)	4%	(2,019)	(1,344)	-33%
Financial cost	(2,331)	(2,730)	(2,501)	-8%	(704)	(734)	4%
Separate account expense	(28,084)	(63,653)	(73,396)	15%	(17,353)	(40,181)	132%
Operating expense	(29,165)	(30,692)	(29,565)	-4%	(7,846)	(7,631)	-3%
Net non-operating income	1,312	1,710	1,589	-7%	515	392	-24%
Income taxes	1,773	(2,216)	1,209	-155%	3,413	1,819	-47%
Net income	30,297	38,293	52,682	38%	7,716	7,834	2%
Balance Sheet Data							
Total assets	6,391,395	7,085,624	7,675,559				
General account	5,844,430	6,478,081	7,033,875				
Separate account	546,964	607,542	641,685				
Reserves for life insurance liabilities	5,313,167	5,683,424	6,085,534				
Total liabilities	6,029,265	6,491,106	6,954,433				
Total shareholders' equity	362,129	594,518	721,126				
Operating Metrics (Standalone)							
First Year Premium(FYP)	211,588	201,064	160,771				
First Year Premium Equivalent(FYPE)	71,372	96,313	62,182				
Expense ratio	9.6%	10.6%	9.5%				
13-M persistency ratio	98.4%	98.0%	98.1%				
25-M persistency ratio	94.7%	96.4%	95.5%				
ROAE	7.25%	8.01%	8.01%				
ROAA	0.48%	0.57%	0.71%				
Capital Adequacy Metrics (Standalone)							
RBC ratio	292%	346%	360%				

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Cathay United Bank

(NT\$MN)				FY20/ FY19			4Q20/ 4Q19
Income Statement Data (Consolidated)	FY18	FY19	FY20	% Chg	4Q19	4Q20	% Chg
Operating Income	-						
Net interest income	33,397	36,446	35,223	-3%	9,393	8,938	-5%
Fee income	16,678	17,090	16,331	-4%	4,009	3,697	-8%
Investment income	9,862	8,996	9,482	5%	792	934	18%
Other income	918	594	855	44%	142	205	44%
Net operating income	60,855	63,126	61,891	-2%	14,336	13,774	-4%
Operating expenses	(31,340)	(33,806)	(32,686)	-3%	(8,786)	(8,622)	-2%
Pre-provision profit	29,515	29,320	29,205	0%	5,550	5,152	-7%
Net provisions for possible losses	(5,032)	(2,853)	(3,382)	19%	(1,302)	(1,475)	13%
Income before taxes	24,483	26,467	25,823	-2%	4,248	3,677	-13%
Income tax	(3,230)	(3,981)	(3,512)	-12%	(884)	(574)	-35%
Net income	21,253	22,486	22,311	-1%	3,365	3,104	-8%
Balance Sheet Data							
Total assets	2,843,881	2,973,496	3,229,460				
Loans, net	1,595,323	1,553,151	1,661,296				
Financial assets	878,001	897,677	1,028,595				
Total liability	2,638,074	2,741,601	2,982,805				
Deposits	2,227,662	2,335,331	2,648,995				
Financial Debenture Payable	55,600	53,900	53,800				
Total shareholders' equity	205,807	231,895	246,656				
Operating Metrics							
Cost income ratio	51.50%	53.55%	52.81%				
ROAE	10.86%	10.27%	9.32%				
ROAA	0.76%	0.77%	0.72%				
Assets Quality (Standalone)							
NPL	2,563	2,286	2,274				
NPL ratio	0.16%	0.15%	0.14%				
NPL provisions	23,879	25,983	26,846				
Coverage ratio	932%	1137%	1180%				
Capital Adequacy Metrics (Standalone)							
BIS ratio	15.0%	15.1%	16.9%				
Tier I Ratio	11.8%	12.3%	14.2%				
LDR (Standalone)							
LDR	70.7%	65.5%	62.5%				
TWD LDR	77.7%	70.1%	69.7%				
FX LDR	46.6%	48.8%	38.7%				

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Cathay Century

Calliay Cellury				FY20/			4Q20/
(NT\$MM)				FY19			4Q19
Income Statement Data (Consolidated)	FY18	FY19	FY20	% Chg	4Q19	4Q20	% Chg
Premium income	23,186	25,343	25,498	1%	7,150	7,062	-1%
Net written premium	17,797	19,550	19,413	-1%	5,598	5,281	-6%
Net earned premium	17,349	19,077	18,848	-1%	5,196	4,762	-8%
Reinsurance commission earned	556	572	572	0%	145	160	10%
Fee income	43	42	45	6%	10	10	1%
Investment	640	1,020	1,254	23%	257	304	19%
Interest income	559	555	546	-2%	144	129	-10%
Other investment income, net	81	465	708	52%	113	175	55%
Other operating income	0	0	0	0%	0	0	0%
Net claims payment	(9,408)	(10,321)	(10,669)	3%	(2,840)	(2,732)	-4%
Changes in liability reserves	(406)	(395)	139	-135%	(108)	12	-111%
Commissions and other operating costs	(3,043)	(3,409)	(3,411)	0%	(1,014)	(966)	-5%
Operating expenses	(3,848)	(4,097)	(4,224)	3%	(1,118)	(1,192)	7%
Operating income	1,883	2,490	2,553	3%	528	360	-32%
Net non-operating income	(24)	5	5	1%	6	5	-14%
Income taxes	(349)	(389)	(385)	-1%	(75)	(58)	-22%
Net income	1,510	2,106	2,174	3%	459	307	-33%
Balance Sheet Data							
Total assets	37,956	43,008	44,298				
Total stockholders' equity	10,025	12,656	13,130				
Operating Metrics							
Gross Combined ratio	81.8%	84.8%	83.2%				
Net Combined ratio	92.2%	93.0%	92.9%				
ROAE	14.69%	18.57%	16.86%				
ROAA	3.96%	5.19%	4.98%				
Capital Adequacy Metrics RBC ratio (Standalone)	370%	339%	323%				

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